A6276-1

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY RECORDS 0.5% INCREASE IN SALES OVER SEPTEMBER 1990

Metal Treaters posted $45.7 million in sales for September 1991, 0.5% above the September 1990 figure of $45.5 million. This follows ten straight months of declines.

For the first three quarters of 1991, billings reached $405.1 million. This is off 5.1% from the same period in 1990 when billings amounted to $426.7 million.

The improved performance for September is reflected in seven of the nine MTI Districts. For the first three quarters of 1991, two Districts are above their 1990 sales.

A summary of percentage change by geographic regions follows:

	District	Sep 91 vs. Sep 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	14.3	4.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	7.1	1.5
3	South Central (W.PA-OH-IN-KY)	0.4	- 5.7
4	Michigan	- 6.0	-14.5
5	Southeast (VA-WV-NC-SC-GA-AL-TN-FL)	13.3	- 0.2
6	North Central (IL-WI-MN-MO-IA)	2.3	- 4.4
7	Pacific Coast (CA-AZ-ORE-WASH)	-10.8	- 3.0
8	Southwest (TX-OK-AR-CO-LA-UT)	0.2	- 2.9
9	Canada	0.6	-12.1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1991

BILLINGS FOR MONTH

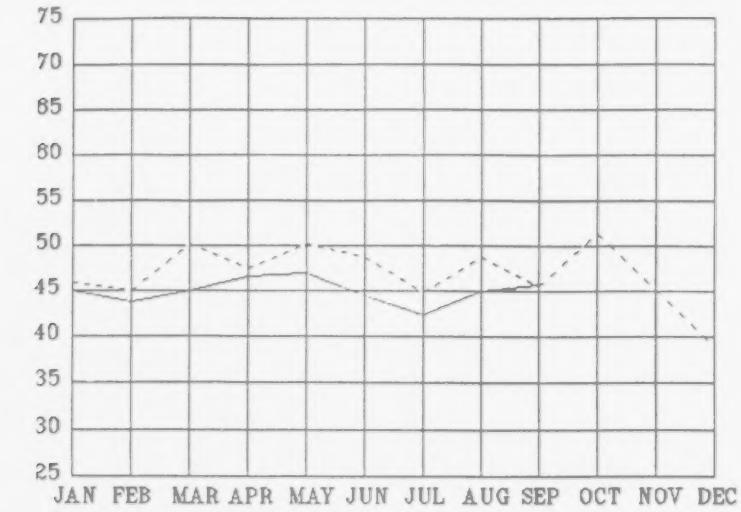
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	45492.5	45720.9	0.5	100.0	100.0
Dist. 1	13	2619.9	2993.6	14.3	5.8	6.5
Dist. 2	27	4212.7	4512.1	7.1	9.3	9.9
Dist. 3	43	8208.5	8238.1	0.4	18.0	18.0
Dist. 4	25	6599.9	6203.0	- 6.0	14.5	13.6
Dist. 5	18	2562.6	2902.4	13.3	5.6	6.3
Dist. 6	33	8723.4	8925.8	2.3	19.2	19.5
Dist. 7	23	5977.8	5332.7	-10.8	13.1	11.7
Dist. 8	17	2909.5	2913.9	0.2	6.4	6.4
Dist. 9	14	3678.3	3699.3	0.6	8.1	8.1
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	426745.6	405054.2	- 5.1	100.0	100.0
Dist. 1	23719.1	24790.8	4.5	5.6	6.1
Dist. 2	40019.0	40636.4	1.5	9.4	10.0
Dist. 3	77317.8	72946.1	- 5.7	18.1	18.0
Dist. 4	59282.8	50670.2	-14.5	13.9	12.5
Dist. 5	23957.4	23906.7	- 0.2	5.6	5.9
Dist. 6	82204.2	78626.5	- 4.4	19.3	19.4
Dist. 7	56550.6	54851.2	- 3.0	13.3	13.5
Dist. 8	28863.2	28012.9	- 2.9	6.8	6.9
Dist. 9	34831.7	30613.5	-12.1	8.2	7.6

MILLIONS

NATIONAL BILLINGS



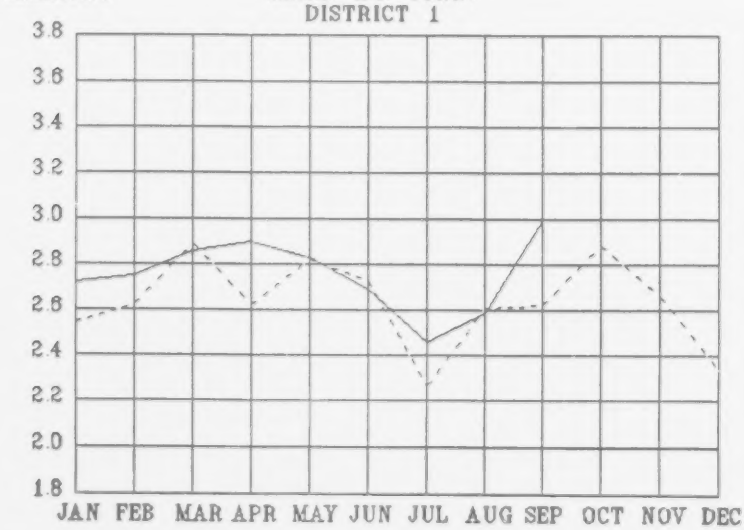
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.8	-2.6	-10.4	-1.9	-6.6	-8.9	-5.5	-7.6	0.5			
% Change	Cumulative	-1.8	-2.2	- 5.1	-4.3	-4.8	-5.5	-5.5	-5.7	-5.1			

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



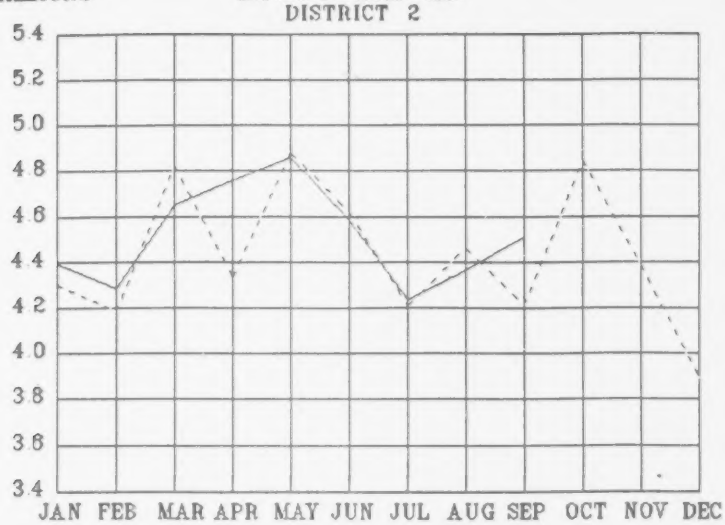
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.9	4.8	-1.1	10.8	0.3	-1.3	8.6	-0.9	14.3			
% Change	Cumulative	6.9	5.8	3.4	5.2	4.2	3.2	3.9	3.3	4.5			

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



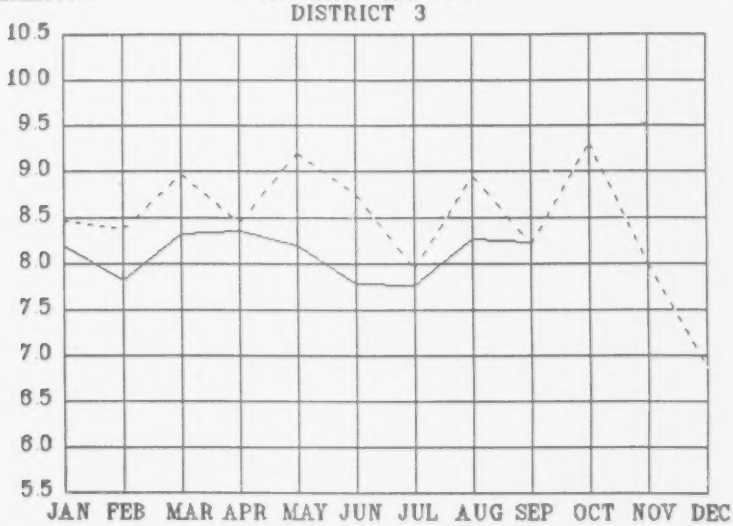
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.2	2.4	-3.5	9.8	-0.5	-0.7	0.5	-2.2	7.1			
% Change	Cumulative	2.2	2.3	0.2	2.6	1.9	1.5	1.3	0.9	1.5			

MILLIONS

W PA.-OHIO-IND.-KY.
DISTRICT 3



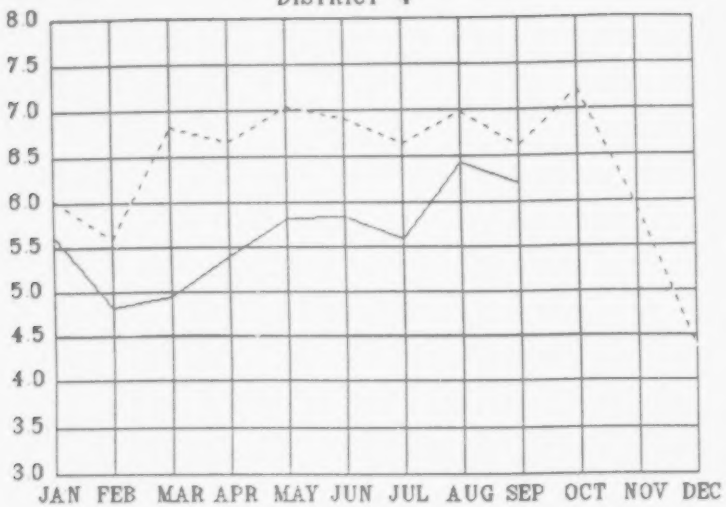
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.2	-6.8	-7.2	-1.1	-10.8	-11.1	-2.2	-7.6	0.4			
% Change	Cumulative	-3.2	-5.0	-5.7	-4.6	- 5.9	- 6.8	-6.2	-6.4	-5.7			

MILLIONS

MICHIGAN
DISTRICT 4



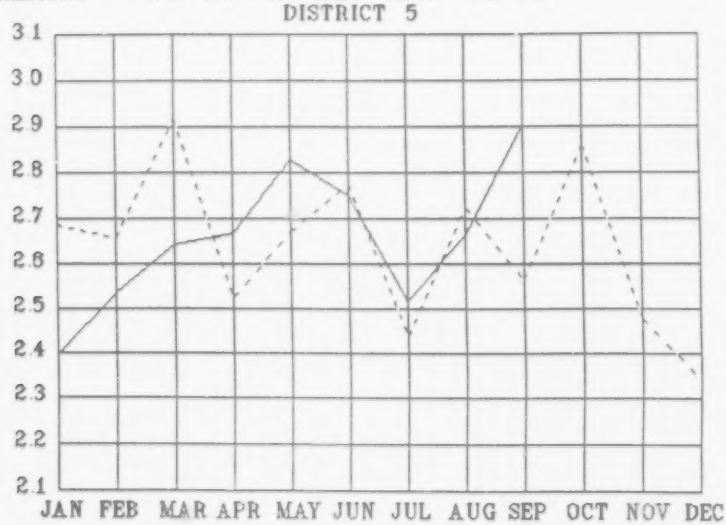
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0	-17.1	-15.5	-16.0	-8.0	-6.0			
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2	-17.2	-16.9	-16.7	-15.6	-14.5			

MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

DISTRICT 5



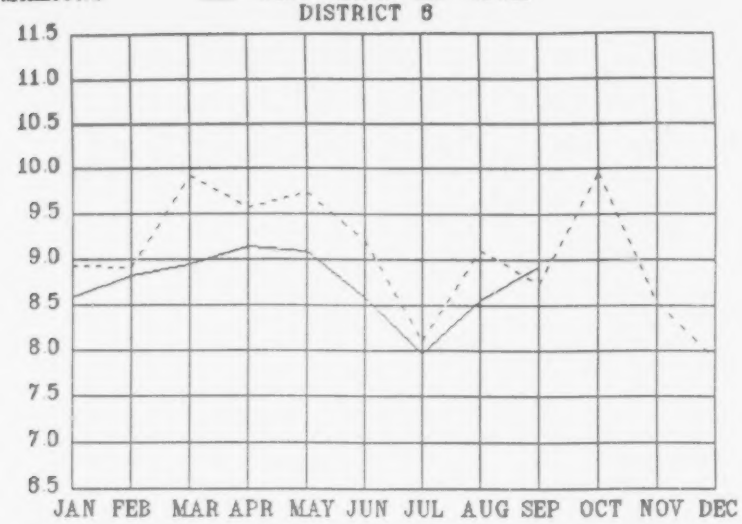
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.8	-4.5	-9.4	5.6	5.9	-1.0	3.2	-2.2	13.3			
% Change	Cumulative	-10.8	-7.6	-8.2	-5.0	-2.8	-2.5	-1.8	-1.8	-0.2			

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



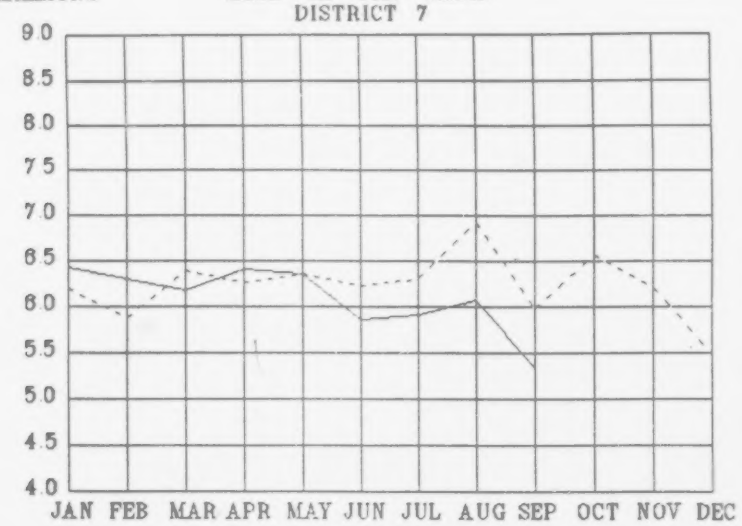
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-9.7	-4.5	-6.5	-6.9	-1.8	-6.1	2.3			
% Change	Cumulative	-3.8	-2.4	-5.0	-4.9	-5.2	-5.5	-5.0	-5.1	-4.4			

MILLIONS

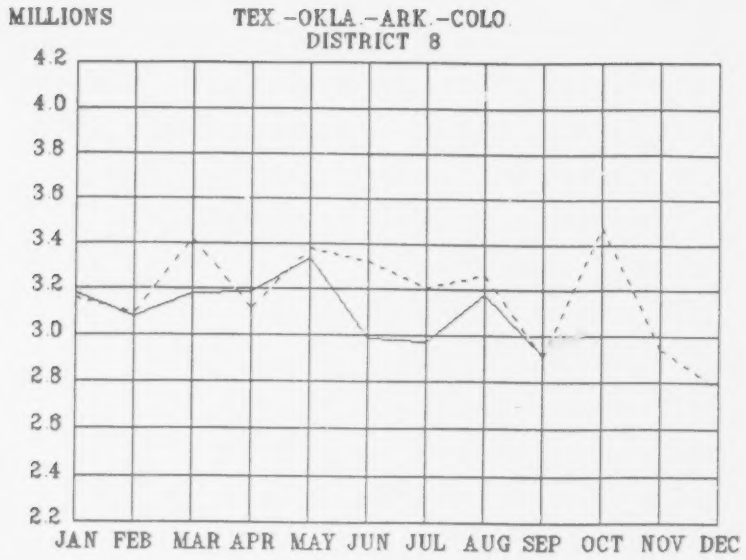
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



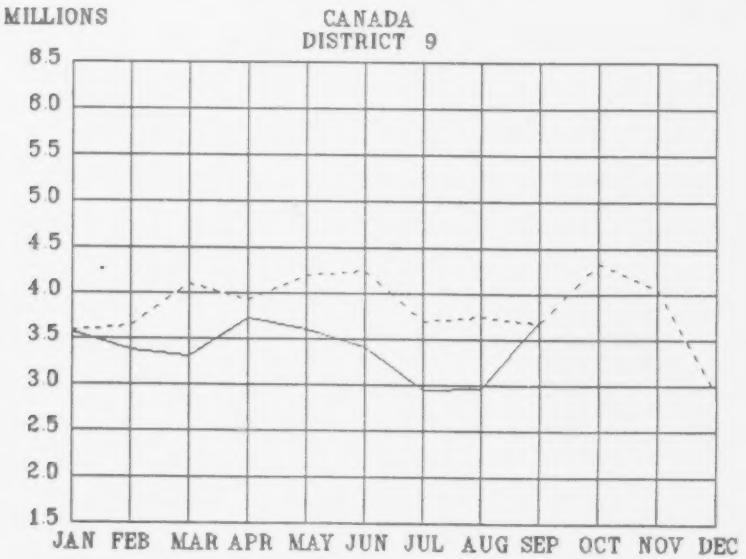
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.5	2.4	-0.1	-6.3	-6.2	-12.4	-10.8			
% Change	Cumulative	3.7	5.5	2.4	2.4	1.9	0.5	-0.4	-2.1	-3.0			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-7.0	2.2	-1.1	-10.0	-7.3	-2.6	0.2			
% Change	Cumulative	0.6	0.1	-2.4	-1.3	-1.3	- 2.8	-3.4	-3.3	-2.9			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3	-19.4	-5.1	-14.2	-19.8	-20.1	-20.8	0.6			
% Change	Cumulative	-0.4	-3.9	- 9.5	-8.4	- 9.6	-11.5	-12.6	-13.6	-12.1			